

3/9/172 (Item 3 from file: 713)  
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**ANTIQUES: TREASURES AMONG THE JUNK**

Atlanta Constitution (AC) - MONDAY May 15, 1989

By: Deborah Scroggins Staff Writer

Section: EXTRA Page: J09

Word Count: 709

**TEXT:**

ON SATURDAY AFTERNOONS, many Gwinnett County residents scour backroad flea markets, small-town shops and big-time dealers for antiques, hoping to find the proverbial pearl among the swine: the perfect piece for an empty room or a dusty, priceless treasure.

Antiques can be beautiful, and they can give new houses personality and a link to the past, but are they a good investment? And how do you know if what you're buying is really an antique?

Because the average buyer does not know how to identify the genuine article, antiques are probably not a good investment for most people, experts say. Nevertheless, they add, the ordinary person may be better off buying an antique than a new piece of furniture.

Without a specialized knowledge of the antique market, experts say, the ordinary shopper is unlikely to recognize an undervalued item even if he has the good fortune to come across one.

"The antique market is like any other market," says Katharine G. Farnham, adjunct curator of decorative arts at Atlanta's High Museum of Art. "You wouldn't invest in a stock if you didn't know anything about it. Well, the less you know about antiques, the less chance you have of finding something you can sell later at a higher price."

To spot a piece being sold for less than it is worth, Mrs. Farnham and other experts say, you need to learn as much as possible about a period or style you like.

"The best way is to visit the shops and the auctions that are selling the things you want and to learn how to authenticate them," Mrs. Farnham says. She suggests joining study groups at an accredited museum, reading books and taking classes at local universities. The High Museum has a study group on artistically significant furnishings called the Friends of the Decorative Arts, she said. Georgia State University and Emory University offer occasional antiques classes.

"That way they can meet other people who are collecting and studying together and learn how to tell the real things from the junk," Mrs. Farnham says. "The more they have read and the more pictures they have looked at, the better their chances are of spotting something."

Experts say there are no quick and easy rules to identify antiques. Rather, each period or style carries its own trademarks. For example, if a dealer offers to sell you a ball-and-claw Chippendale chair, you need to know that original Chippendale chairs were hewed out of a single piece of wood. If some of the carving on the chair is glued or nailed on, it is not an original.

If you can afford to shop with a trustworthy, well-established dealer, whose prices may be higher, your furniture is likely to bring at least the same price you paid. By contrast, new furniture often becomes difficult to resell the moment it leaves the showroom.

Many accredited antique dealers guarantee they'll buy back any antique at the original price if it's undamaged.

"I'll always buy it back at the same price," says Harold Higgins, owner of Colony Antiques in Norcross. "I pray people will bring back things I cannot buy for what I was selling them last year."

Mr. Higgins and other dealers say many people have the mistaken impression that antiques are more expensive than new furniture. Outside his shop in the Georgia Antique Center near Norcross, he points out, stand two china chests. One is mahogany, constructed in the 1880s with handmade joints. The other is a new oak chest in an early American style, fitted with plastic knobs and imitation lead glass windows.

The antique costs \$900.

The new chest sells for \$1,050.

"But they'll buy the new one every time," Mr. Higgins says of the average buyer. "They say they'd rather have it because 'oak is such a strong wood.' I just feel like asking them what they're planning to do with their furniture -- jump on it?"

CAPTION:  
Photo

Photo: Helen Pappas of Eufaula, Ala., talks with Harold Higgins, owner of Colony Antiques in Norcross. Mr. Higgins says most people think antiques are more expensive than new furniture, but not all are. Still, experts say shoppers should know what they're looking for when antique hunting.

STEVE DEAL

Staff

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DESCRIPTORS: HOBBIES; INVESTMENTS; ANTIQUITIES; HISTORY  
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3/9/57 (Item 11 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
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04238086 Supplier Number: 46204182 (THIS IS THE FULLTEXT)  
Southern Electronics Corporation signs a distribution agreement with Number  
Nine Visual Technologies.

Business Wire, p3061110

March 6, 1996

Language: English Record Type: Fulltext

Document Type: Newswire; Trade

Word Count: 212

TEXT:

ATLANTA--(BUSINESS WIRE)--March 6, 1996--Southern Electronics  
Distributors, Inc. (SED) the operating subsidiary of Southern Electronics  
Corporation, has signed a distribution agreement with Number Nine Visual  
Technologies, a leader in graphic accelerator products.

SED will carry their their complete line of video accelerator cards  
including the 9FX Vision 330, 9FX Motion 531, 771, and the Imagine 128.

Number Nine, founded in 1982, is a manufacturer of award winning video  
accelerator cards and high-end graphics cards. This innovative company was  
the first to build and market PC graphics accelerators and target the  
lifetime customer with their buy - back hardware upgrade program.  
Number Nine offers offers a unique combination of high performance products  
with easy to use features.

The Number Nine family of products are used in many applications from  
CAD programs to spreadsheets and multimedia games. Ray Risner, president of  
SED stated, "We are very pleased to offer our customers the Number Nine  
product line. Today's computer applications continue to demand increased  
video power and Number Nine products allow us to satisfy our customers  
needs."

Southern Electronics Corporation distributes microcomputers, computer  
peripherals products and cellular telephone products to value-added  
resellers and dealers. The company's stock is traded on the Nasdaq National  
Market under the symbol "SECX."

CONTACT: Southern Electronics Corporation  
Mark Flaxer, 770/491-8962

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3/9/25 (Item 2 from file: 810)  
DIALOG(R) File 810:Business Wire  
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**VISIONTEK: VisionTek launches new PC cards with the industry's first same day roadside assistance program for mobile computer users**

March 12, 1996

Byline: Business Editors/Computer Writers  
Dateline: GURNEE, Ill.  
Time: 10:19 PT  
Word Count: 517

GURNEE, Ill.--(BUSINESS WIRE)--March 12, 1996--VisionTek is introducing the industry's first same-day Roadside Assistance(TM) program for mobile computer users in conjunction with the launch of its newest PC cards, the Momentum(R) Fax/Modem Card and the Odyssey(R) Fax/Modem/LAN Card, both with cellular and paging capabilities.

Both PC cards feature 28.8 Kbps (V.34) modem and 14.4 Kbps fax capability allowing connection to leading cellular phones and the ability to send alphanumeric messages to pagers. The new PC cards also allow downloading of data from Motorola Advisor and Tango two-way pagers to the portable computer. Messages can also be transmitted wirelessly to Motorola Tango pagers. The Momentum Fax/Modem/LAN Card is an all-in-one communications card providing all of the features of the Odyssey plus high-performance LAN access to 10Base-T or 10Base-2 networks. Both the modem and LAN adapter can be used simultaneously.

The PC cards come complete with communications software for both the fax and modem and are bundled with pager software for one-way and two-way paging and messaging services through Motorola Advisor and Tango pagers.

"Because the PC Card market is so competitive, we are offering the industry's most comprehensive service and support program for these new products," said Cary Tengler, VisionTek product manager for the new PCMCIA cards. "If a VisionTek PC fax/modem card ever fails, we will guarantee to have a replacement product to the customer the same day if they call before 10 am or in less than 24 hours for other cases." In addition to the roadside assistance program, the Momentum and Odyssey PC cards come with a lifetime warranty and a combination of on-line and phone-based technical support.

"Roadside Assistance is one more way we can provide our customers with the best possible service," said Brian Abrahams, director of marketing for VisionTek. "VisionTek has a long history of innovation in customer support. We were the first to offer to buy back used memory products when customers upgraded their computers. We were also the first to offer to buy back our own memory on subsequent upgrades and to offer a lifetime warranty on memory products. Now, we're offering a lifetime warranty on our PC cards too."

VisionTek is one of the nation's leading manufacturers and marketers of memory upgrade products and PC cards, including SCSI Adapters, LAN Adapters, Sound Cards, Hard Drives, Fax/Modems and Combo Cards. The company offers technical support via toll-free Tek-Support, Tek-Fax and Tek-BBS.

Founded in 1988, VisionTek posted sales revenues in excess of \$280 million for 1995 and has exceeded its projections for revenue growth every year. Based in Gurnee, VisionTek employs state-of-the-art design and manufacturing techniques. VisionTek also offers a full line of PCMCIA (PC Card) products, including 14.4 and 28.8 fax/modems, 170MB and 260MB hard drives, Ethernet LAN cards, SCSI adapters, and more. VisionTek's quality is backed by approvals and certifications from many major OEMs, including Novell, Toshiba, Zenith, AST, DEC, and others. VisionTek is also covered

under the IBM Service Agreement, Digital Field Service and GE Service.

CONTACT: VisionTek, Gurnee  
Cynthia Kater, 708/360-7129  
or  
Marcy Monyek & Associates Inc., Chicago  
Tom Nicholson, 312/263-2135

KEYWORD: ILLINOIS

INDUSTRY KEYWORD: COMED COMPUTERS/ELECTRONICS PRODUCT

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3/9/123 (Item 2 from file: 20)  
DIALOG(R) File 20:Dialog Global Reporter  
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**Gateway launches purchase program**

YOMIURI SHIMBUN/DAILY YOMIURI

October 28, 1998

JOURNAL CODE: FYOM LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 190

Japanese arm of U.S. computer direct-marketer Gateway, on Tuesday launched a personal computer purchase program that offers service option packages including purpose-specific software sets, Internet access, and on-site installation and tutorial services with the purchase of a PC. The program, dubbed Your Ware, guarantees that Gateway will **buy back** the **purchased** computer if the **customer buys** a new Gateway computer within 24 to 49 months of buying the **first** one. PCs generally become obsolete one to two years after purchase. The company has tied up with Citicorp Card Service Inc. for one of the service options, under which purchasers of a Gateway computer receive a Citibank/Gateway credit card that they can use to pay for the computer and other products on an installment plan. With the program, the company hopes to boost its market share in Japan by targeting private users. PCs are available in tower and laptop configurations under the program. A Fortune 500 company, Gateway was founded in 1985 in Iowa. It grew quickly with its build-to-order, direct-marketing approach. Gateway 2000 Japan, its wholly owned subsidiary, is capitalized at 4.35 billion yen and is based in Yokohama.

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COMPANY NAMES: Gateway 2000 Inc; Citicorp

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